

Message Text

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ORIGIN XMB-07

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DRAFTED BY: EXIMBANK:LAWOLFE AND JHGAINER

APPROVED BY: EB/OCA/REP:LHPOMEROY

EXIM, WALTER C. SAUER, FIRST VICE PRESIDENT

OPIC, LEO NIELSON, OPIC/T

OPIC, GEN. COUNSEL, STEVEN FRANKLYN

EB/IFD/ODF:EMLINTON

----- 041641

R 101402Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY BANGKOK

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E.O. 11652: N/A

TAGS: ETRD, US, EC

SUBJ: PENDING VISIT SKPC MANAGEMENT TO WASHINGTON

REF: STATE 106569

REGARDING EXIMBANK CREDIT NOS. 2336 3358 AND OPIC ERG
493-EG-001 FAVORING SIAM KRAFT PAPER COMPANY, PLEASE FOR-
WARD FOLLOWING MESSAGE TO ROBERT D. STRATTON, GENERAL
MANAGER SKPC:

REGARDING PROPOSED VISIT OF MESSRS. KASOM AND STRATTON TO
OPIC AND EXIMBANK ON JULY 23, 1973, SUGGEST VISITORS BRING
FOLLOWING INFORMATION:

1. FINANCIAL STATEMENTS FOR CLOSE OF FISCAL YEAR JUNE 30,
1973, NOTWITHSTANDING AUDITED STATEMENT WILL NOT BE AVAIL-
ABLE UNTIL SOMETIME LATER.

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2. OPERATING BUDGET FOR FISCAL 1974, 1975, 1976, 1977

AND 1978, INCLUDING MARKETING AND SALES FORECAST; MANUFACTURING COSTS, GROSS PROFIT, FIXED COSTS, INTEREST, PRO FORMA PROFIT AND LOSS STATEMENTS, PROJECTED CASH FLOWS, CAPITAL BUDGET AND LONG TERM ECONOMIC FORECAST FOR PAPER IN THAILAND BY INDUSTRY. THIS WOULD INCLUDE BOTH PROPOSED SKPC'S PRODUCTION BY TYPES AND IMPORTATIONS OF SIMILAR PRODUCTS PRODUCED BY SKPC.

3. PRESENT STATUS OF THAILAND TARIFF EMBARGO PROTECTION.

4. PRESENT STATUS OF SKPC REQUEST TO GOT AS TO PRICE INCREASES ON PAPER PRODUCTS.

5. LISTING OF ALL INDEBTEDNESS DUE THAI BANKS (INCLUDING OVER-DRAFTS, LETTERS OF CREDIT AND NOTES DISCOUNTED), MATURITIES AND INTEREST RATES.

6. YOUR CONFIDENTIAL APPRAISAL OF THE CAPABILITIES OF YOUR KEY PERSONNEL WITH RESPECT TO THE PLANT OPERATION, SALES DEPARTMENT, CONTROLLER'S OFFICE AND GOVERNMENT RELATIONS ACTIVITIES.

7. ESTIMATE OF PULP PRICES, LOCAL AND IMPORTED OVER THE NEXT 5 YEARS. ALSO WHAT IS BEING DONE TO INCREASE THE DOMESTIC SUPPLY OF PULP OTHER THAN BAGASSE.

8. ENGINEERING PLANS FOR EXPANSION. WHERE DOES IT STAND?

9. AMOUNTS PAID TO THAI BANKS DURING FY 6/30/73.

PLEASE FORWARD FOLLOWING MESSAGE TO BETTY BOORADY, USOM, AND WIPHAT BUNNAG.

MEETINGS IN WASHINGTON WITH STRATTON AND KASOM, SKPC, NOW SCHEDULED JULY 24. WOULD BE MOST HELPFUL IF EXIM AND OPIC COULD HAVE BENEFIT YOUR OPINION AND ADVICE ON QUESTIONS PREVIOUSLY RAISED BY OPIC AND EXIM THROUGH AMEMBASSY AND EXIM LETTERS TO MISS BOORADY AND MR. BUNNAG DATED JUNE 8, 1973. WOULD APPRECIATE ANY INFORMATION YOU COULD FORWARD US AS SOON AS POSSIBLE BUT, IN ANY EVENT, PRIOR TO JULY LIMITED OFFICIAL USE

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23. ROGERS

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